

**EL DORADO COUNTY ASSOCIATION OF REALTORS®
ALL SALES TRANSACTIONS**

YEAR: 2011

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	196	161**	\$ 43,079,000**
FEB.	244	155**	\$ 40,262,300**
MAR.	241	214**	\$ 62,655,500**
APR.	264	224**	\$ 67,644,600**
MAY	300	227**	\$ 61,274,200**
JUNE	315	253**	\$ 77,273,100**
JULY	281	247**	\$ 69,481,100**
AUG.	314	238**	\$ 62,354,300**
SEPT.	278	256**	\$ 66,590,500**
OCT.	291	189**	\$ 49,061,400**
NOV.	284	224**	\$ 58,894,700**
DEC.	235	260**	\$ 75,445,100**

YEAR: 2012

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	288	169**	\$48,833,800**
FEB.	283	200	\$54,862,300
MAR.			
APR.			
MAY			
JUNE			
JULY			
AUG.			
SEPT.			
OCT.			
NOV.			
DEC.			

**Final Sales & Dollar Volume figures have been revised to reflect late reporting of sales into the MLS computer system.

EL DORADO COUNTY LISTING SUMMARY

	YEAR	2007	YEAR	2008	YEAR	2009	YEAR	2010	YEAR	2011	YEAR	2012
	TOTAL	NEW	TOTAL	NEW	TOTAL	NEW	TOTAL	NEW	TOTAL	NEW	TOTAL	NEW
MONTH	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS
JAN.	1858	575	1672	487	1502	389	1420	350	1307	346	1236	269
FEB.	1640	512	1773	450	1484	291	1506	363	1355	309	1275	268
MAR.	1794	599	1750	494	1508	362	1622	426	1349	307		
APR.	2363	719	1810	437	1619	396	1680	395	1493	392		
MAY	2609	606	2164	599	1763	435	1734	381	1557	332		
JUNE	2629	558	2147	479	1802	371	1814	401	1662	383		
JULY	2515	508	2163	445	1813	409	1847	389	1731	403		
AUG.	2490	538	2127	397	1857	343	1716	336	1713	369		
SEPT.	2290	436	1873	397	1718	284	1705	337	1652	331		
OCT.	2119	411	1796	327	1665	347	1549	274	1445	229		
NOV.	1901	339	1679	282	1591	267	1464	255	1477	261		
DEC.	1627	288	1449	255	1346	205	1290	221	1233	195		

EL DORADO COUNTY-CLOSED ESCROW-HOMES (RESIDENTIAL) MONTHLY

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2001	150	153	240	211	221	226	192	239	179	203	153	167
2002	128	146	200	213	233	268	247	214	192	244	161	210
2003	146	133	197	209	227	242	242	270	251	236	213	207
2004	140	171	300	290	299	337	316	319	288	231	235	241
2005	185	195	320	286	255	276	260	269	249	187	179	171
2006	121	126	211	180	197	225	176	175	143	144	133	164
2007	137	120	187	175	151	174	160	167	118	127	110	111
2008	76	94	104	136	153	171	134	160	172	164	128	118
2009	94	106	125	131	158	180	197	152	172	194	154	154
2010	123	128	176	201	212	208	170	165	175	180	184	167
2011	144	137	196	205	197	232	226	218	230	174	202	238
2012	154	188										

NEW LISTINGS BY MONTH (RESIDENTIAL)

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2001	267	284	370	404	380	332	350	317	262	282	202	141
2002	258	277	309	338	365	339	366	378	360	298	220	149
2003	311	300	386	323	368	407	364	311	318	274	200	77
2004	152	179	245	281	224	246	235	226	228	202	182	138
2005	183	202	229	262	346	363	334	408	421	386	259	168
2006	355	345	333	427	584	518	494	443	420	342	259	180
2007	419	360	458	508	449	423	379	405	325	309	253	206
2008	334	330	316	303	482	347	342	303	288	256	210	196
2009	262	218	275	289	318	263	290	242	206	238	203	146
2010	215	292	319	303	285	297	309	261	260	220	206	178
2011	253	238	238	306	242	286	321	321	260	178	206	143
2012	203	206										

EL DORADO COUNTY-MEDIAN PRICE FOR SINGLE FAMILY HOMES-MONTHLY

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2001	\$ 219,950	\$ 235,000	\$ 240,440	\$249,500	\$250,000	\$240,000	\$235,000	\$239,500	\$ 249,100	\$215,000	\$241,000	\$254,000
2002	\$ 270,000	\$ 249,200	\$ 266,500	\$268,500	\$289,250	\$277,750	\$285,250	\$300,000	\$ 295,000	\$291,525	\$275,000	\$291,375
2003	\$ 275,500	\$ 295,000	\$ 315,000	\$318,000	\$319,900	\$349,500	\$338,500	\$340,000	\$ 333,000	\$310,500	\$355,000	\$347,000
2004	\$ 323,250	\$ 375,000	\$ 369,250	\$382,000	\$397,900	\$408,000	\$392,950	\$399,000	\$ 416,250	\$410,000	\$414,500	\$415,000
2005	\$ 442,500	\$ 445,000	\$ 439,000	\$459,250	\$487,000	\$479,705	\$475,000	\$485,000	\$ 504,000	\$465,000	\$472,000	\$492,500
2006	\$ 487,000	\$ 437,350	\$ 515,000	\$521,225	\$499,900	\$519,000	\$499,475	\$502,000	\$ 484,250	\$457,500	\$450,000	\$456,950
2007	\$ 447,000	\$ 502,500	\$ 479,000	\$ 450,000	\$ 488,000	\$495,000	\$489,419	\$ 430,000	\$ 424,500	\$ 390,000	\$ 383,750	\$ 417,000
2008	\$ 420,000	\$ 382,000	\$ 359,000	\$ 379,500	\$ 386,000	\$399,000	\$380,000	\$ 354,950	\$ 358,000	\$ 385,000	\$ 350,000	\$ 329,500
2009	\$ 328,000	\$ 337,250	\$ 335,500	\$ 320,000	\$ 335,000	\$344,000	\$337,750	\$ 287,500	\$ 292,500	\$ 281,750	\$ 319,000	\$ 286,500
2010	\$ 315,000	\$ 289,000	\$ 294,950	\$299,000	\$300,000	\$332,500	\$317,389	\$ 288,000	\$ 277,000	\$ 264,250	\$ 285,000	\$ 277,000
2011	\$ 240,950	\$ 230,000	\$ 265,000	\$ 269,900	\$250,000	\$282,000	\$264,000	\$ 267,250	\$ 235,000	\$ 241,000	\$ 240,000	\$ 262,500
2012	\$ 250,000	\$ 240,500										

EL DORADO COUNTY-AVERAGE PRICE-SINGLE FAMILY HOMES MONTHLY

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2001	\$ 248,974	\$ 282,576	\$ 285,666	\$293,913	\$289,600	\$275,651	\$288,347	\$263,729	\$ 293,521	\$267,426	\$279,119	\$282,976
2002	\$ 297,549	\$ 278,354	\$ 296,392	\$330,153	\$330,661	\$312,912	\$318,516	\$341,199	\$ 336,877	\$319,228	\$320,496	\$328,176
2003	\$ 317,971	\$ 340,126	\$ 342,980	\$349,253	\$364,443	\$389,210	\$373,169	\$378,281	\$ 377,337	\$351,888	\$398,457	\$371,137
2004	\$ 373,429	\$ 389,013	\$ 411,164	\$409,311	\$442,606	\$455,364	\$441,934	\$439,397	\$ 443,106	\$445,283	\$458,073	\$458,818
2005	\$ 522,287	\$ 483,586	\$ 493,306	\$520,139	\$535,880	\$539,350	\$545,768	\$524,711	\$ 544,110	\$503,921	\$527,848	\$528,242
2006	\$ 570,391	\$ 500,207	\$ 541,910	\$559,820	\$549,878	\$547,701	\$578,118	\$572,647	\$ 557,866	\$539,861	\$482,987	\$516,202
2007	\$ 474,378	\$ 557,090	\$ 529,618	\$ 525,941	\$ 538,590	\$544,786	\$537,893	\$ 524,673	\$ 485,485	\$ 473,560	\$ 457,326	\$ 466,714
2008	\$ 463,547	\$ 416,868	\$ 414,951	\$ 426,308	\$ 425,739	\$458,584	\$432,000	\$ 397,935	\$ 385,955	\$ 418,186	\$ 380,649	\$ 362,228
2009	\$ 362,713	\$ 346,392	\$ 381,476	\$ 336,473	\$ 376,340	\$379,745	\$357,571	\$ 340,964	\$ 324,917	\$ 312,260	\$ 338,976	\$ 347,048
2010	\$ 351,549	\$ 323,276	\$ 326,261	\$352,727	\$346,698	\$366,993	\$357,006	\$ 324,138	\$ 319,798	\$ 311,549	\$ 325,896	\$ 315,837
2011	\$ 289,443	\$ 279,318	\$ 310,178	\$ 319,206	\$298,429	\$325,424	\$297,264	\$ 283,542	\$ 276,344	\$ 274,468	\$ 287,011	\$ 298,976
2012	\$ 308,142	\$ 287,433										

MULTIPLE LISTING STATISTICS FOR FEBRUARY 2012

		CLOSED '11	CLOSED '12	AVERAGE 2011	PRICE 2012
RESIDENTIAL/COMMON INT.	RES	137	188	\$ 279,318	\$ 287,433
MOBILE HOME-IN PARK	MOB	4	5	\$ 32,125	\$ 31,200
RESIDENTIAL INCOME	RIN	1	0	\$ 395,000	\$ -
LAND	LND	12	7	\$ 111,033	\$ 95,571
COMMERCIAL/INDUSTRIAL	COM	1	0	\$ 140,000	\$ -
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES - BY AREA - FEBRUARY 2012					
		2011	2011	2012	2012
AREA	ZONE	# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE
GREATER CAMERON PARK	12601	17	\$ 253,294	20	\$ 265,823
EL DORADO HILLS	12602	25	\$ 452,153	43	\$ 471,757
SHINGLE SPRINGS	12603	6	\$ 357,583	11	\$ 379,261
RESCUE/LUNEMAN	12604	2	\$ 432,000	13	\$ 355,992
LATROBE/SOUTH AREA	12605	0	\$ -	0	\$ -
GREATER PLACERVILLE	12701	15	\$ 234,060	27	\$ 237,065
DIAMOND SPRGS/EL DORADO	12702	10	\$ 215,740	9	\$ 213,967
PLEASANTVALLEY/PLV SOUTH	12703	7	\$ 330,401	8	\$ 188,913
SOMERSET/SOUTH COUNTY	12704	9	\$ 124,961	6	\$ 132,652
COLOMA, LOTUS	12705	1	\$ 320,000	0	\$ -
GREENSTONE/GOLDHILLWEST	12706	1	\$ 460,000	1	\$ 650,000
MOSQUITO, SWANSBORO	12707	2	\$ 160,000	2	\$ 154,250
CAMINO, CEDAR GROVE	12801	1	\$ 195,500	11	\$ 182,991
POLLOCK PINES, SLY PARK	12802	13	\$ 131,681	17	\$ 138,524
AMERICAN RIVER CANYON	12803	0	\$ -	2	\$ 188,600
GEORGETOWN, GARDENVALLEY	12901	10	\$ 134,765	10	\$ 170,690
PILOT HILL, COOL	12902	7	\$ 207,129	8	\$ 198,936
NORTH COUNTY	12903	1	\$ 215,000	0	\$ -

TRANSACTION SUMMARY

	2011	2011	2012	2012
	MONTH	YTD	MONTH	YTD
PENDING SALES-TOTAL	244	440	283	571
PENDING SALES - RESIDENTIAL	229	410	268	471
CLOSED SALES - TOTAL	155	316	200	369
CLOSED SALES - RESIDENTIAL	137	281	188	342
CLOSED SALES -RES.MEDIAN PRICE	\$ 230,000	\$ 239,000	\$ 240,500	\$ 247,500
LISTING INVENTORY - TOTAL	1355		1275	
LISTING INVENTORY - RESIDENTIAL	1030		955	

Market Statistics Report

Listings as of 03/02/12 at 11:07am

FEBRUARY 2012

Residential	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Average Square Feet	0	0	0	0	0
All Off Market					
#Units	29	89	56	14	188
Pending					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Average Square Feet	0	0	0	0	0
Sold					
#Units	29	89	56	14	188
Dollar Value	\$3,409,900	\$20,617,473	\$23,832,044	\$6,177,900	\$54,037,317
Average List Price	\$121,314	\$238,061	\$434,568	\$441,200	\$293,713
Average Sold Price	\$117,583	\$231,657	\$425,572	\$441,279	\$287,433
Average Market Time	61	86	99	100	87
Average Square Feet	1206	1860	3062	3864	2266
% of List Price	96.92	97.31	97.93	100.02	97.86
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Square Feet	0	0	0	0	0

Area Market Survey Summary

Listings as of 03/02/12 at 11:06am

Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$50,000 thru \$59,999	5	62	Minimum	\$50,000	Maximum	\$1,175,000
\$60,000 thru \$69,999	2	66	Average	\$287,433	Median	\$240,500
\$70,000 thru \$79,999	5	46				
\$80,000 thru \$89,999	5	88				
\$90,000 thru \$99,999	4	46				
\$100,000 thru \$119,999	4	98				
\$120,000 thru \$139,999	9	96				
\$140,000 thru \$159,999	9	54				
\$160,000 thru \$179,999	17	65				
\$180,000 thru \$199,999	8	123				
\$200,000 thru \$249,999	27	79				
\$250,000 thru \$299,999	23	96				
\$300,000 thru \$349,999	17	141				
\$350,000 thru \$399,999	13	74				
\$400,000 thru \$449,999	11	82				
\$450,000 thru \$499,999	5	80				
\$500,000 thru \$549,999	10	85				
\$550,000 thru \$599,999	3	93				
\$600,000 thru \$649,999	2	83				
\$650,000 thru \$699,999	2	143				
\$700,000 thru \$749,999	3	81				
\$800,000 thru \$849,999	1	113				
\$950,000 thru \$999,999	1	59				
\$1,000,000 thru \$1,249,999	2	143				
	188	87				

Market Statistics Report

Listings as of 03/02/12 at 11:11am

YEAR TO DATE 1/1/12- 2/29/12

Residential	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Average Square Feet	0	0	0	0	0
All Off Market					
#Units	54	169	86	33	342
Pending					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Average Square Feet	0	0	0	0	0
Sold					
#Units	54	169	86	33	342
Dollar Value	\$7,736,895	\$41,470,596	\$35,280,184	\$17,003,506	\$101,491,181
Average List Price	\$147,284	\$256,071	\$419,317	\$521,105	\$305,518
Average Sold Price	\$143,276	\$245,388	\$410,235	\$515,258	\$296,758
Average Market Time	71	96	92	94	91
Average Square Feet	1268	1894	2916	4023	2258
% of List Price	97.28	95.83	97.83	98.88	97.13
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Square Feet	0	0	0	0	0

Area Market Survey Summary

Listings as of 03/02/12 at 11:11am

Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$50,000 thru \$59,999	7	78	Minimum	\$50,000	Maximum	\$1,600,000
\$60,000 thru \$69,999	4	107	Average	\$296,758	Median	\$247,500
\$70,000 thru \$79,999	6	58				
\$80,000 thru \$89,999	6	81				
\$90,000 thru \$99,999	9	58				
\$100,000 thru \$119,999	10	113				
\$120,000 thru \$139,999	21	101				
\$140,000 thru \$159,999	21	60				
\$160,000 thru \$179,999	29	60				
\$180,000 thru \$199,999	16	119				
\$200,000 thru \$249,999	42	79				
\$250,000 thru \$299,999	35	107				
\$300,000 thru \$349,999	33	117				
\$350,000 thru \$399,999	25	98				
\$400,000 thru \$449,999	19	91				
\$450,000 thru \$499,999	15	64				
\$500,000 thru \$549,999	16	91				
\$550,000 thru \$599,999	5	64				
\$600,000 thru \$649,999	4	214				
\$650,000 thru \$699,999	3	128				
\$700,000 thru \$749,999	7	102				
\$800,000 thru \$849,999	1	113				
\$850,000 thru \$899,999	1	8				
\$950,000 thru \$999,999	3	86				
\$1,000,000 thru \$1,249,999	3	97				
\$1,500,000 thru \$1,749,999	1	131				
	342	91				